

Message Text

UNCLASSIFIED

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ACTION ARA-10

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R 242125Z FEB 75

FM AMEMBASSY SAN SALVADOR

TO SECSTATE WASHDC 7478

INFO USDOC WASHDC

UNCLAS SAN SALVADOR 0746

EO 11652: N/A

TAGS: BTRA GU PN ES CS (STERN, HAROLD)

SUBJ: TRAVEL OF HAROLD STERN

REF: STATE 26594, USDOC 2039

1. ACCOMPANIED BY DEFENSE AND COMMERCIAL ATTACHES VISITOR MET FOR SEVENTY MINUTES ON FEBRUARY 14 WITH SIX-COLONEL GROUP AT MINISTRY OF DEFENSE INCLUDING MINISTER AND UNDERSECRETARY OF DEFENSE, CHIEF OF GENERAL STAFF AND DIRECTORS OF NATIONAL GUARD, NATIONAL POLICE AND BORDER GUARD WITH WHOM HE AMPLY DISCUSSED SALES ARRANGEMENTS FOR HIS EQUIPMENT. AT OFFICERS' REQUEST VISITOR IS TO SUBMIT PRICE QUOTATIONS AND SALES TERMS ON WIDE RANGE SMALL AND MEDIUM ITEMS SOONEST.

2. VISITOR ALSO DISCUSSED POSSIBILITY SETTING UP WAREHOUSING BUSINESS IN SAN SALVADOR, UNDER LOCAL MILITARY CONTROL, FOR SALE HERE AND THROUGHOUT CENTRAL AMERICA. THIS PROJECT EVOKED CONSIDERABLE INTEREST.

3. COMMERCIAL ATTACHE MET AND ESCORTED VISITOR, WHO DECLARED HIMSELF VERY SATISFIED WITH HIS STAY IN SAN SALVADOR.

4. COMMENT: THERE IS NO DOUBT THAT STERN'S APPROACH IMPRESSED HIS INTERLOCUTORS AND WE FEEL THAT GOOD BUSINESS WILL FOLLOW. MILITARY ARRANGEMENT AND COOPERATION RECEIVED FROM DEFENSE ATTACHE WERE EXCELLENT.
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